

## Verint Addresses Need To Analyze More Data In A Video-Centric Environment

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**Video is a more common feature of security systems than ever before, driven by implementation of Internet Protocol (IP) networks. In addition, various computer analytics systems are now being implemented as a matter of course. The combination of the two trends is changing – and expanding – the operation of security operations centers (SOCs).**

### Intelligent security operations

*"Intelligence is central to the next evolution of security"*, says Alan Stoddard, Vice President and General Manager, Situational Intelligence Solutions, Verint. An architecture is needed that can gather information from multiple devices and process it using intelligence and analytics engines.

Cross-domain analytics create a higher level of security.



Exposing data to best-in-class analytics provides information tailored to each security operator"

*"Exposing data to best-in-class analytics provides information tailored to each security operator,"* says Stoddard. *"There is so much data, and people need to react to it."* The result is the emergence of intelligent security operations centers (iSOCs). Consider, for example, any recent security event: *"As people look to understand and get ahead of these incidents, how do they synthesize information? How do they move ahead from response to prevention?"* asks Stoddard.

## Video-centric command-and-control

Because of the expanding uses for video, Stoddard sees movement in the industry toward video systems being the focal point for integration of data sources into a command-and-control environment. *"Everyone is visual, and video provides a mechanism to understand your environment,"* says Stoddard. *"Video-centric command-and-control marries the value of video with a map that is easy to navigate and understand."*

He adds, *"Video is pulled in from each location, and various subsystems are integrated into a unified environment. The video management system (VMS) is a natural integration point."* To serve the combined emphasis on analytics and video management, Verint has introduced its VMS One system, a single product that combines video and integrated command-and-control for iSOC environments. The new product serves a need in the marketplace to manage diverse data streams, to analyze data for greater intelligence and to automate workflows.

## Integration with third party VMS

VMSSOne combines a VMS with a command-and-control system and is targeted to large facilities and campus-like environments with SOC. Examples include transportation hubs, large

manufacturing sites, critical infrastructure, safe cities and higher education. For even larger, enterprise-type customers with multiple locations and plenty of subsystems, Verint offers its Situational Awareness Platform, which can integrate with third party VMSs and other systems.

The scalable system for very high-end customers can manage tens of thousands of devices and subsystems. VMSSOne, which had a preliminary launch at [ISC West](#) and is featured at the [2019 GSX](#) show in Chicago, is targeted to the next lower tier of customers. Customer shipments will begin in September 2019.

## Physical and cyber security

Increasingly, the security needs of end users are being converged, says Stoddard. They encompass information technology (IT), physical security and cyber security, combined with a corporate security officer (CSO) in charge of decision-making. More sensors and subsystems create the possibility of data overload for security operators, and more intelligence and analytics are tools to filter and manage that data and present it in useful form for better decision-making. Verint recently hired Jeffrey Lewis as Vice President, Marketing, to lead its marketing effort from an IT-centric perspective and talk to customers in a new way about the concepts of converged security.

New technologies and a more converged environment create higher expectations and greater demands on the integrator/installer community, too. In response, Verint has launched a VIP Partner program to develop stronger and closer relationships with a select group of integrators. These “VIPs” are the “best of the best” – the most capable in the industry, knowledgeable about new technologies, and able to provide more value to end-customers.

## VIP Partner program

Dealers are screened based on modest volume sales requirements and whether they have the right skillsets, technical capability and training. There are currently several dozen VIP partners, who “lead with” Verint solutions where they make sense in the marketplace. The VIP Partner initiative complements Verint’s other partner channels.

Providing another tool to manage the flow of data in an organization, Verint recently acquired Nowforce, a small Israeli company, that provides an enhanced computer-automated dispatch system. Verint offers the integrated dispatch and response capability as either a stand-alone product or as part of the larger Situational Awareness Platform.

## Situational Awareness Platform



Getting ahead [of security threats] requires looking at social media and other data sources"

*“It allows SOCs to take information in and handle response in an integrated fashion,” says Stoddard. “It also extends the security workforce, enabling customers and employees to take part in the security environment.”*

Stoddard adds, *“Getting ahead [of security threats] requires looking at social media and other data sources, information on site, and creating a holistic security view for greater understanding,” says Stoddard. Verint’s Situational Awareness Platform integrates with third-part systems that track social media, such as Liferaft Navigator, NC4 and Dataminr,”*

Nowforce creates 360 degrees of control, extends the control center into the virtual workforce, and enables everyone to be managed. Information such as visuals and maps are pushed to security personnel on smart phones, and security officers get to the scene faster.

## Author Profile



### Larry Anderson

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An experienced journalist and long-time presence in the US security industry, Larry is SecurityInformed.com's eyes and ears in the fast-changing security marketplace, attending industry and corporate events, interviewing security leaders and contributing original editorial content to the site. He leads SecurityInformed's team of dedicated editorial and content professionals, guiding the "editorial roadmap" to ensure the site provides the most relevant content for security professionals.



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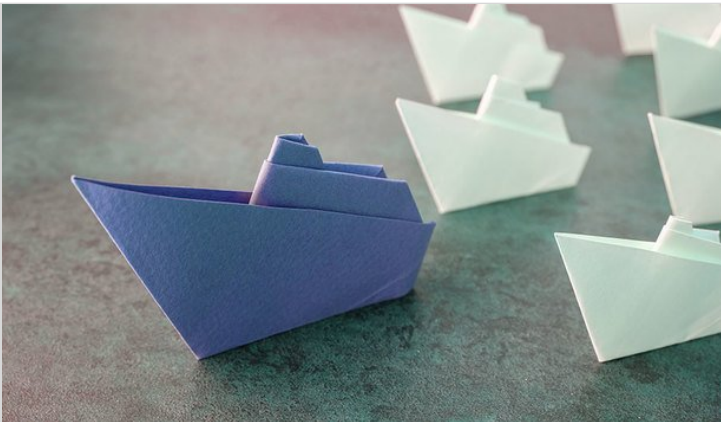
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